

Associated Builders & Contractors
Balance Sheet Prev Year Comparison
As of February 28, 2010

	Feb 28, 10	Feb 28, 09	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1002 · Comerica M/M	26,072.95	26,050.24	22.71	0.1%
1003 · Wells Fargo-Chkg.	61,536.35	59,947.32	1,589.03	2.7%
1005 · Petty Cash	300.00	300.00	0.00	0.0%
1006 · Comerica Checking #2	186,588.78	77,669.02	108,919.76	140.2%
1009 · Building Fund Investments				
1010 · Building Fund Money Market	10,174.03	96,747.10	-86,573.07	-89.5%
1105 · Brand Bkg 100K 12M M3/12/09	0.00	100,000.00	-100,000.00	-100.0%
1106 · Independence 100K 12M M3/13/09	0.00	100,000.00	-100,000.00	-100.0%
1127 · Destin 1st Bk 100K12M M8/28/09	0.00	100,000.00	-100,000.00	-100.0%
1128 · High TR BK GA 100K 12M M8/28/09	0.00	100,000.00	-100,000.00	-100.0%
1132 · Carolina BK CD M1/22/10 CP	0.00	1,893.46	-1,893.46	-100.0%
1133 · Discover Bk CD M1/22/10 CP	0.00	98,106.54	-98,106.54	-100.0%
1134 · Centennial BK 100K M1/22/10 CP	0.00	100,000.00	-100,000.00	-100.0%
1135 · TX Community 100K M2/2/10 CP	0.00	100,000.00	-100,000.00	-100.0%
1136 · Bk New England 100K M3/15/10 CP	100,000.00	0.00	100,000.00	100.0%
1137 · South County Bk 100KM3/15/10 CP	100,000.00	0.00	100,000.00	100.0%
1140 · Govt Natl GM 300K M4/20/2039	297,830.70	0.00	297,830.70	100.0%
1142 · Discover Bk CD M2/11/13 CP	62,333.53	0.00	62,333.53	100.0%
1143 · Merrick BK CD M2/11/13 CP	93,381.74	0.00	93,381.74	100.0%
1144 · Merrick Bk UT CD M2/11/13 CP	93,381.74	0.00	93,381.74	100.0%
1145 · Discover Bk Bldg CD M2/14/11CP	100,000.00	0.00	100,000.00	100.0%
9002 · Bldg Fund Accrued Int Receivabl	375.00	316.73	58.27	18.4%
Total 1009 · Building Fund Investments	857,476.74	797,063.83	60,412.91	7.6%
1100 · Comerica Investments				
1102 · Irwin Un BK 82KCD 18M M7/31/09	0.00	83,039.76	-83,039.76	-100.0%
1109 · Mercantile 100KCD 12M M5/9/09	0.00	100,000.00	-100,000.00	-100.0%
1110 · Comerica Brokerage MM	180,637.12	189,880.44	-9,243.32	-4.9%
1139 · Fed Natl Mtg GM 101K M9/25/2036	78,105.13	0.00	78,105.13	100.0%
9003 · Brokerage Accrued Int Receivabl	34.65	3,033.57	-2,998.92	-98.9%
Total 1100 · Comerica Investments	258,776.90	375,953.77	-117,176.87	-31.2%
1101 · Comerica CD Placement Acct				
1129 · First Place BK 100KCD9M 8/24/09	0.00	100,000.00	-100,000.00	-100.0%
1130 · Meridian BK AZ 99KCD 12M 12/9/9	0.00	99,000.00	-99,000.00	-100.0%
1131 · Preferred Bk CA 1000 12M 12/9/9	0.00	1,000.00	-1,000.00	-100.0%
1138 · Hillcrest BK 100K CD M3/15/10	100,000.00	0.00	100,000.00	100.0%
1141 · 1st Finan SD 99K CD M12/15/10	99,000.00	0.00	99,000.00	100.0%
Total 1101 · Comerica CD Placement Acct	199,000.00	200,000.00	-1,000.00	-0.5%
Total Checking/Savings	1,589,751.72	1,536,984.18	52,767.54	3.4%
Accounts Receivable				
1201 · A/R General	87,624.60	65,270.46	22,354.14	34.3%
1204 · A/R New Members	5,550.00	2,500.00	3,050.00	122.0%
1209 · A/R 2009 Renewals	0.00	167,538.34	-167,538.34	-100.0%
1210 · A/R 2010 Renewals	193,846.25	0.00	193,846.25	100.0%
Total Accounts Receivable	287,020.85	235,308.80	51,712.05	22.0%

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Other Current Assets				
1301 · Deposits - Security	8,875.00	9,800.00	-925.00	-9.4%
1320 · Prepaid Expense	6,575.78	1,996.81	4,578.97	229.3%
Total Other Current Assets	15,450.78	11,796.81	3,653.97	31.0%
Total Current Assets	1,892,223.35	1,784,089.79	108,133.56	6.1%
Fixed Assets				
1501 · Furniture & Fixtures	139,088.68	131,954.49	7,134.19	5.4%
1502 · Leasehold Improvements	83,539.74	83,539.74	0.00	0.0%
1503 · Leasehold Planroom Buildout	3,681.10	3,681.10	0.00	0.0%
1504 · Board Room Expansion	5,091.96	5,091.96	0.00	0.0%
1505 · Server Room Expansion	1,662.73	1,662.73	0.00	0.0%
1506 · 2008 Leasehold Improvements	90,605.05	121,230.73	-30,625.68	-25.3%
1507 · President Vehicle 2010	34,646.15	0.00	34,646.15	100.0%
1601 · Accum Deprec/F&F	-112,210.69	-98,715.43	-13,495.26	-13.7%
1602 · Accum Deprec Leasehold Improvem	-83,539.74	-83,539.74	0.00	0.0%
1603 · Accum Deprec Leasehold Planroom	-3,681.00	-3,681.00	0.00	0.0%
1604 · Accum Deprec Board Rm Expansion	-5,092.00	-5,092.00	0.00	0.0%
1605 · Accum Deprec Server Rm Expan	-1,663.00	-1,663.00	0.00	0.0%
1606 · Accum Deprec 08Leasehold Improv	-33,794.34	-14,959.45	-18,834.89	-125.9%
1607 · Accum Deprec President Vehicle	-577.45	0.00	-577.45	-100.0%
Total Fixed Assets	117,757.19	139,510.13	-21,752.94	-15.6%
TOTAL ASSETS	2,009,980.54	1,923,599.92	86,380.62	4.5%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2101 · Accounts Payable	19,774.31	22,633.11	-2,858.80	-12.6%
2102 · Accrued Accts Payable	0.00	1,329.20	-1,329.20	-100.0%
Total Accounts Payable	19,774.31	23,962.31	-4,188.00	-17.5%
Other Current Liabilities				
2100 · Payroll Liabilities	124.35	0.00	124.35	100.0%
2103 · Accrued Personal Days	26,917.00	27,332.00	-415.00	-1.5%
2106 · Rental Deposit Liability	884.00	884.00	0.00	0.0%
2150 · State Unemployment	-68.39	-68.39	0.00	0.0%
2200 · Sales Tax Payable	-134.41	-347.04	212.63	61.3%
2601 · Deferred New Member Dues	42,506.72	43,237.50	-730.78	-1.7%
2603 · Deferred Build Houston	3,503.50	0.00	3,503.50	100.0%
2604 · Deferred Golf Income	650.00	2,770.00	-2,120.00	-76.5%
2606 · Deferred Income	400.00	1,250.00	-850.00	-68.0%
2608 · Deferred Charter Sponsor Income	144,820.75	157,188.00	-12,367.25	-7.9%
2612 · Def Planroom Virtual Subscribers	11,666.72	11,625.00	41.72	0.4%
2613 · Deferred Non-Craft Income	14,545.00	19,753.34	-5,208.34	-26.4%
2616 · Def TX Merit Shop Journal Adv	3,612.50	700.00	2,912.50	416.1%

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Accrual Basis

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2617 · Deferred 2009 Renewals	0.00	707,431.43	-707,431.43	-100.0%
2618 · Deferred 2010 Renewals	732,695.19	0.00	732,695.19	100.0%
Total Other Current Liabilities	982,122.93	971,755.84	10,367.09	1.1%
Total Current Liabilities	1,001,897.24	995,718.15	6,179.09	0.6%
Total Liabilities	1,001,897.24	995,718.15	6,179.09	0.6%
Equity				
3001 · Fund Balance	140,000.00	140,000.00	0.00	0.0%
3002 · Fund Balance - Bldg	874,352.00	774,352.00	100,000.00	12.9%
3100 · Retained Earnings	12,831.35	13,406.53	-575.18	-4.3%
Net Income	-19,100.05	123.24	-19,223.29	-15,598.3%
Total Equity	1,008,083.30	927,881.77	80,201.53	8.6%
TOTAL LIABILITIES & EQUITY	2,009,980.54	1,923,599.92	86,380.62	4.5%

Associated Builders & Contractors
Profit & Loss Budget vs. Actual
February 2010

	Feb 10	Budget	\$ Over B...	% of ...
Ordinary Income/Expense				
Income				
4101 · New Member Dues	7,474.90	9,000.00	-1,525.10	83.1%
4102 · Renewed Member Dues	59,261.37	59,261.33	0.04	100.0%
4204 · Member Mixers	1,200.00	833.34	366.66	144.0%
4301 · Plan Room	2,399.47	2,666.67	-267.20	90.0%
4302 · Build Houston Adv	15,101.50	17,500.00	-2,398.50	86.3%
4304 · Group Insurance	0.00	41.67	-41.67	0.0%
4308 · Interest	2,199.13	2,500.00	-300.87	88.0%
4313 · Safety Manual CD's	0.00	41.67	-41.67	0.0%
4401 · Miscellaneous Income	155.00	20.83	134.17	744.1%
4402 · CMEF Reimb	0.00			
4408 · Safety Related Supplies	50.00	166.67	-116.67	30.0%
4410 · Non-Craft Training	4,567.50	11,250.00	-6,682.50	40.6%
4413 · Affinity Programs	0.00	1,250.00	-1,250.00	0.0%
Total Income	92,408.87	104,532.18	-12,123.31	88.4%
Cost of Goods Sold				
5204 · Member Mixer Exp	1,130.61	833.34	297.27	135.7%
5301 · Plan Room Exp	2,212.47	2,541.67	-329.20	87.0%
5302 · Build Houston Exp	9,881.07	7,500.00	2,381.07	131.7%
5408 · Safety Related Supplies Exp	0.00	83.33	-83.33	0.0%
5410 · Non-Craft Training Exp	3,626.50	6,250.00	-2,623.50	58.0%
5411 · Non-Member Training Expense	0.00	416.67	-416.67	0.0%
Total COGS	16,850.65	17,625.01	-774.36	95.6%
Gross Profit	75,558.22	86,907.17	-11,348.95	86.9%
Expense				
6000 · Member Services				
6101 · Committee Mtgs	710.32	541.67	168.65	131.1%
6102 · Assn Recognition Mtg	0.00	166.67	-166.67	0.0%
6103 · Staff Dev Mtgs	36.00	16.67	19.33	216.0%
6106 · Membership Dev	1,914.08	1,000.00	914.08	191.4%
6109 · Issue Advocacy Expense	238.32	833.33	-595.01	28.6%
6110 · Marketing	89.00	1,166.67	-1,077.67	7.6%
6120 · Defense Fund Expense	0.00	833.33	-833.33	0.0%
Total 6000 · Member Services	2,987.72	4,558.34	-1,570.62	65.5%
7000 · Human Resources				
7001 · Salaries	34,056.02	35,833.33	-1,777.31	95.0%
7002 · Membership Dir Commissions	100.00	1,100.00	-1,000.00	9.1%
7003 · Payroll Expenses	4,013.46	3,666.67	346.79	109.5%
7004 · Contract Clerical Svcs	112.00	416.67	-304.67	26.9%
7005 · Group Insurance	4,149.72	4,675.00	-525.28	88.8%
7006 · Employee Welfare	2.47	166.67	-164.20	1.5%
7007 · Staff Training	959.10	1,500.00	-540.90	63.9%
7008 · 401K Plan	2,113.09	2,766.67	-653.58	76.4%
7011 · Build Houston Commissions	2,041.76	2,916.67	-874.91	70.0%
7012 · TX Merit Shop Commissions	318.50	333.33	-14.83	95.6%
Total 7000 · Human Resources	47,866.12	53,375.01	-5,508.89	89.7%

Associated Builders & Contractors
Profit & Loss Budget vs. Actual
 February 2010

	Feb 10	Budget	\$ Over B...	% of ...
7100 · Building Expense				
7101 · Depreciation	3,281.35	3,212.92	68.43	102.1%
7102 · General Insurance	-394.00			
7103 · Equipment Lease	307.43	308.00	-0.57	99.8%
7104 · Office Rent	7,420.42	7,420.50	-0.08	100.0%
7105 · Building Repairs	0.00	208.33	-208.33	0.0%
7106 · Equipment Repairs	309.96	291.67	18.29	106.3%
7109 · Telephone Exp	1,940.19	1,833.33	106.86	105.8%
Total 7100 · Building Expense	12,865.35	13,274.75	-409.40	96.9%
Total Expense	63,719.19	71,208.10	-7,488.91	89.5%
Net Ordinary Income	11,839.03	15,699.07	-3,860.04	75.4%
Other Income/Expense				
Other Expense				
7201 · Auto Gas & Mileage	260.75	583.33	-322.58	44.7%
7202 · Bank Charges	192.20	62.50	129.70	307.5%
7203 · Conventions & Travel	5,211.88	5,000.00	211.88	104.2%
7204 · Dues & Subscriptions	247.19	271.82	-24.63	90.9%
7207 · Legal Svcs	0.00	291.67	-291.67	0.0%
7208 · Computer Support	147.22	2,083.33	-1,936.11	7.1%
7209 · Office Supplies	617.17	833.33	-216.16	74.1%
7210 · Postage	272.35	416.67	-144.32	65.4%
7211 · Printing	642.70	416.67	226.03	154.2%
7215 · Vehicle Lease for President	0.00	1,000.00	-1,000.00	0.0%
7216 · Credit Card Fees	573.55	541.67	31.88	105.9%
7217 · Unrealized Gain (Loss) Bldg Fun	4,950.68			
7218 · Unrealized Gain(Loss) Com Secur	30.33			
Total Other Expense	13,146.02	11,500.99	1,645.03	114.3%
Net Other Income	-13,146.02	-11,500.99	-1,645.03	114.3%
Net Income	-1,306.99	4,198.08	-5,505.07	-31.1%

Associated Builders & Contractors
Profit & Loss Budget vs. Actual
January through February 2010

	Jan - Feb...	Budget	\$ Over B...	% of ...
Ordinary Income/Expense				
Income				
4101 · New Member Dues	14,250.78	16,000.00	-1,749.22	89.1%
4102 · Renewed Member Dues	118,522.74	118,522.70	0.04	100.0%
4201 · Dinner Meetings	11,550.00	12,000.00	-450.00	96.3%
4202 · Breakfast Meetings	8,400.00	8,500.00	-100.00	98.8%
4204 · Member Mixers	1,200.00	833.34	366.66	144.0%
4301 · Plan Room	4,824.86	5,333.34	-508.48	90.5%
4302 · Build Houston Adv	15,101.50	17,500.00	-2,398.50	86.3%
4303 · TX Merit Shop Journal	3,185.00	5,000.00	-1,815.00	63.7%
4304 · Group Insurance	0.00	83.34	-83.34	0.0%
4308 · Interest	6,539.40	5,000.00	1,539.40	130.8%
4313 · Safety Manual CD's	0.00	83.34	-83.34	0.0%
4401 · Miscellaneous Income	155.00	41.70	113.30	371.7%
4402 · CMEF Reimb	0.00			
4408 · Safety Related Supplies	150.00	333.34	-183.34	45.0%
4410 · Non-Craft Training	7,305.00	22,500.00	-15,195.00	32.5%
4413 · Affinity Programs	72.10	2,500.00	-2,427.90	2.9%
Total Income	191,256.38	214,231.10	-22,974.72	89.3%
Cost of Goods Sold				
5101 · State Dues	14,093.75	14,156.25	-62.50	99.6%
5201 · Dinner Mtg Exp	8,362.78	8,500.00	-137.22	98.4%
5202 · Breakfast Mtg Exp	6,790.01	7,000.00	-209.99	97.0%
5204 · Member Mixer Exp	1,130.61	833.34	297.27	135.7%
5301 · Plan Room Exp	4,504.11	5,083.34	-579.23	88.6%
5302 · Build Houston Exp	9,881.07	7,500.00	2,381.07	131.7%
5303 · TX Merit Shop Journal Exp	3,435.12	4,000.00	-564.88	85.9%
5408 · Safety Related Supplies Exp	0.00	166.70	-166.70	0.0%
5410 · Non-Craft Training Exp	6,049.88	12,500.00	-6,450.12	48.4%
5411 · Non-Member Training Expense	0.00	833.34	-833.34	0.0%
Total COGS	54,247.33	60,572.97	-6,325.64	89.6%
Gross Profit	137,009.05	153,658.13	-16,649.08	89.2%
Expense				
6000 · Member Services				
6101 · Committee Mtgs	1,209.23	1,083.34	125.89	111.6%
6102 · Assn Recognition Mtg	0.00	333.34	-333.34	0.0%
6103 · Staff Dev Mtgs	36.00	33.34	2.66	108.0%
6104 · Committee Chair Meeting	0.00	250.00	-250.00	0.0%
6106 · Membership Dev	6,025.06	5,000.00	1,025.06	120.5%
6109 · Issue Advocacy Expense	238.32	1,666.70	-1,428.38	14.3%
6110 · Marketing	3,398.00	2,333.34	1,064.66	145.6%
6114 · New Member Orientation	1,203.96	666.67	537.29	180.6%
6120 · Defense Fund Expense	0.00	1,666.70	-1,666.70	0.0%
Total 6000 · Member Services	12,110.57	13,033.43	-922.86	92.9%

Associated Builders & Contractors
Profit & Loss Budget vs. Actual
January through February 2010

	<u>Jan - Feb...</u>	<u>Budget</u>	<u>\$ Over B...</u>	<u>% of ...</u>
7000 · Human Resources				
7001 · Salaries	68,921.73	71,666.70	-2,744.97	96.2%
7002 · Membership Dir Commissions	1,675.00	2,700.00	-1,025.00	62.0%
7003 · Payroll Expenses	8,867.69	7,333.34	1,534.35	120.9%
7004 · Contract Clerical Svcs	294.50	833.34	-538.84	35.3%
7005 · Group Insurance	8,568.30	9,350.00	-781.70	91.6%
7006 · Employee Welfare	29.51	333.34	-303.83	8.9%
7007 · Staff Training	959.10	1,500.00	-540.90	63.9%
7008 · 401K Plan	4,288.01	5,533.34	-1,245.33	77.5%
7011 · Build Houston Commissions	3,934.52	5,833.34	-1,898.82	67.4%
7012 · TX Merit Shop Commissions	637.00	666.70	-29.70	95.5%
Total 7000 · Human Resources	98,175.36	105,750.10	-7,574.74	92.8%
7100 · Building Expense				
7101 · Depreciation	5,806.52	6,425.80	-619.28	90.4%
7102 · General Insurance	10,703.00	12,000.00	-1,297.00	89.2%
7103 · Equipment Lease	627.98	674.00	-46.02	93.2%
7104 · Office Rent	14,705.82	14,705.50	0.32	100.0%
7105 · Building Repairs	212.11	416.70	-204.59	50.9%
7106 · Equipment Repairs	661.56	583.34	78.22	113.4%
7109 · Telephone Exp	4,322.91	3,666.70	656.21	117.9%
Total 7100 · Building Expense	37,039.90	38,472.04	-1,432.14	96.3%
Total Expense	147,325.83	157,255.57	-9,929.74	93.7%
Net Ordinary Income	-10,316.78	-3,597.44	-6,719.34	286.8%
Other Income/Expense				
Other Expense				
7201 · Auto Gas & Mileage	907.10	1,166.70	-259.60	77.7%
7202 · Bank Charges	258.20	125.00	133.20	206.6%
7203 · Conventions & Travel	5,211.88	5,000.00	211.88	104.2%
7204 · Dues & Subscriptions	1,254.38	1,281.82	-27.44	97.9%
7207 · Legal Svcs	0.00	583.30	-583.30	0.0%
7208 · Computer Support	2,094.44	4,166.70	-2,072.26	50.3%
7209 · Office Supplies	1,622.96	1,666.70	-43.74	97.4%
7210 · Postage	535.73	833.30	-297.57	64.3%
7211 · Printing	642.70	833.30	-190.60	77.1%
7215 · Vehicle Lease for President	500.29	1,500.00	-999.71	33.4%
7216 · Credit Card Fees	1,402.62	1,083.30	319.32	129.5%
7217 · Unrealized Gain (Loss) Bldg Fun	-5,581.33			
7218 · Unrealized Gain(Loss) Com Secur	-65.70			
Total Other Expense	8,783.27	18,240.12	-9,456.85	48.2%
Net Other Income	-8,783.27	-18,240.12	9,456.85	48.2%
Net Income	-19,100.05	-21,837.56	2,737.51	87.5%